EXCLUSIVE INTERVIEW: Microsoft's Hallman Talks MIS *page 74*

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DATAMATION

FOR CORPORATE COMPUTING PROFESSIONALS WORLDWIDE

OCTOBER 15, 1991

Now You Can Plan Your Network

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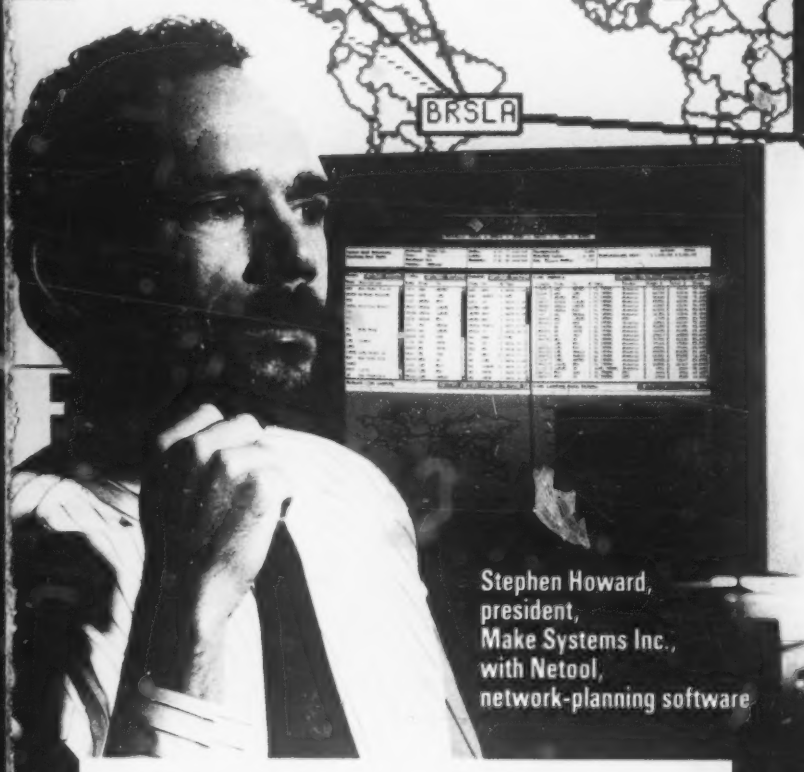

Stephen Howard, president, Make Systems Inc., with Netool, network-planning software

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New 386 Muscle For 286 PCs
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How To Keep Viruses Off Your LAN
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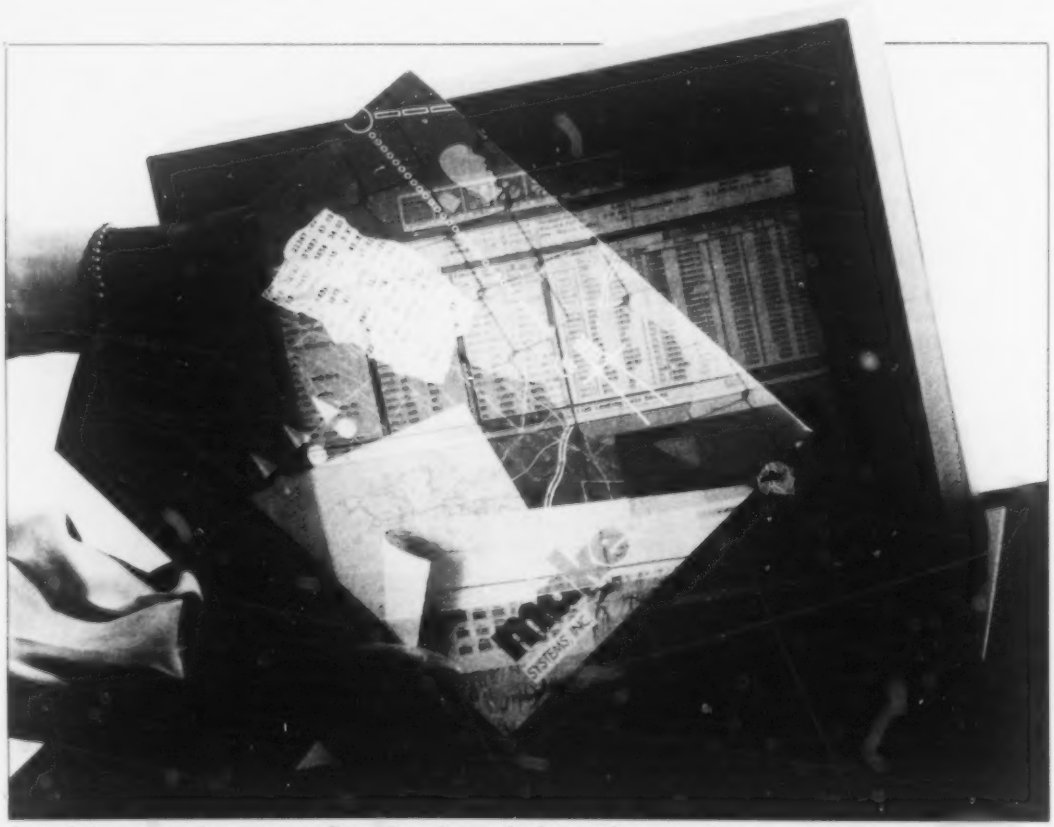

Netool gives network managers a firm grip on increasingly complex networks.

COVER STORY

NETWORK MANAGEMENT

Now You Can Plan Your Network 66

BY TOM McCUSKER California start-up Make Systems is getting high marks for its Netool network-planning software, which allows users to design, operate and optimize large networks with nearly 100% accuracy.

Cover photography by Chris Springmann

DATAMATION's PRODUCTS OF THE YEAR 1991 CONTEST

SPECIAL REPORT

CONTEST

Products Of The Year 33

BY ELIZABETH LINDHOLM Here's your chance to tell the world which of this year's crop of computer products are the best. Cast your vote in DATAMATION's second annual Products Of The Year Contest.

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SUPPORT

Dial 1-800 For PC Support 69

BY LAMONT WOOD PC suppliers are falling all over themselves to see who can offer the best toll-free telephone support. But should end users call when their PCs fail?

Computer's on the fritz. Who ya gonna call?

INTERVIEW

Microsoft Talks MIS 74

BY DAVID R. BROUSELL In an interview with DATAMATION, Microsoft president Mike Hallman gives his views on the challenges facing MIS and the role the world's largest software company wants to play in meeting them. But how far will Microsoft go?

PCs & WORKSTATIONS

PC/AT UPGRADES

New 386 Muscle For 286 PCs 83

BY STEVE PAUL Move aside, PC/AT. A stream of add-on products is available to keep the venerable 286 PC afloat with 386 power.

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SECURITY

How To Keep Viruses Off Your LAN 87

BY MARK SCHLACK The viral threat is real, but you can minimize the danger to your networks with the right software and operating practices. Better safe than sorry.

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A Weight Loss Plan For DB2 Storage 93

BY MIKE RICCIUTI Seems DB2 just keeps on eating DASD—and asking for more. These new tools can curb DB2's appetite and trim your storage costs, too.

SYSTEMS

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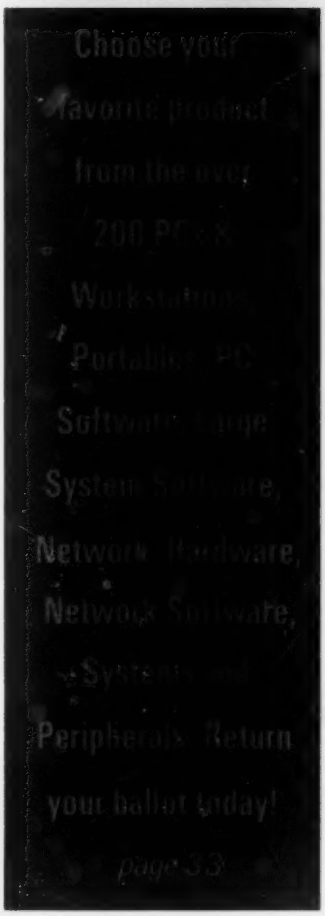
Fast, Compact And Cheap: That's DAT 99

BY DWIGHT B. DAVIS Are your operators' feet wearing out from trotting back and forth changing low-capacity, nine-track tapes during nightly backups? Inexpensive digital audio tape technology could solve your problem.

Microsoft's Hallman looks at the PC as a window on "this information stuff," page 74.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MARKET INSIGHTS

AN ANALYSIS OF ECONOMIC TRENDS

A Healthy Future For Medical IT

BY MADELINE FRANCHI
Cahners Economics

Wisdom may come with age, but so does increased spending for health care services. Inflation-adjusted consumer spending on medical care in the United States rose from an annualized $299.3 billion in the second quarter of 1990 to $314.4 billion during the same period of 1991, a 5.1% increase. And as the baby boom population enters its graying years, spending patterns are shifting away from Porsches and Polo shirts to lab tests, diagnostic services, pharmaceuticals, X rays and eye care services.

This growing demand for health services is and will continue to create an influx of new health workers. In June 1991, this sector employed just over 8.2 million people, a rise of 4.8% from a year earlier. Increased demand will also generate an even more rapid adoption of computer systems and networks to serve the increasingly complex needs of medical professionals.

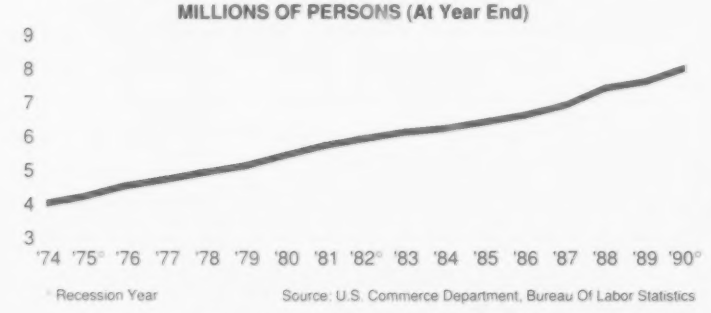
According to Market Intelligence Research Corp. of Mountain View, Calif., the major medical technological trend of the 1990s will be the integration of clinical data into relational databases that are accessible to physicians and other medical professionals. Data needed include medication history from the pharmacy, X-ray results from radiology and test results from the laboratories.

This strengthening demand for improvement in medical information technology will push more and more hospitals to replace their existing information systems with larger and more complex software and hardware. As a result, Market Intelligence predicts, revenue from the medical IS market will grow 24% between 1990 and 1994 to reach $2.2 billion and will top $2.8 billion in 1997, another 24% rise.

For more information on Cahners Economics's forecasting services, including seminars, newsletters and database diskettes, call Dan Buchan at (617)-630-2105, send him a fax at (617)-630-2100 or write to him at Cahners Economics, 275 Washington Street, Newton, MA 02158.

No Doctor Needed For Medical IT

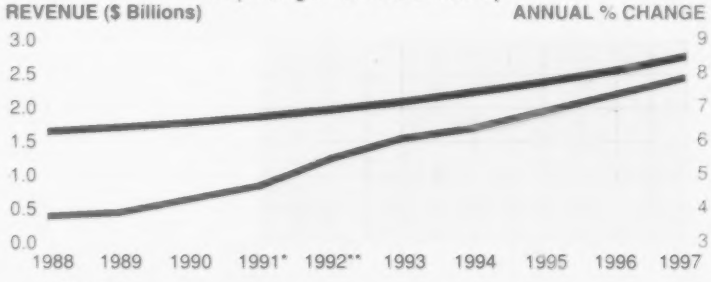
Employment in health services defies recessions.



* Recession Year

Source: U.S. Commerce Department, Bureau Of Labor Statistics

IT spending in the medical industry



* Estimate
** Forecast Begins

Source: Market Intelligence Research

The Economy At A Glance

	Actual		Forecast		
	Q1/91	Q2/91	1991	1992	1993
Gross National Product	-2.8	0.4	-0.1	3.0	2.5
Business Investment In Equipment	-18.4	-1.6	-3.5	4.8	4.2
Government Spending	-1.3	2.1	1.2	0.0	0.5
Consumer Spending	-1.5	3.6	0.4	2.2	2.2
Exports	0.5	3.7	4.2	5.1	4.3
Imports	-8.8	21.2	0.7	4.1	2.3

All calculations are % change in 1982 dollars; quarterly figures are seasonally adjusted annual rates

	June 1991	May 1991	% Change 6/91-5/91	June 1990	% Change 1991-1990
Manufacturing Production (1)					
Process Industries Total	105.3	104.0	1.2	108.9	-3.3
Chemicals	109.6	109.2	0.4	110.3	-0.6
Petroleum	109.0	107.4	1.5	106.5	2.3
OEM Total	109.9	109.2	0.7	115.1	-4.5
Computers & Peripherals	151.6	154.2	-1.7	150.6	0.7
Communication Equipment	112.8	113.0	-0.2	110.8	1.8
Transportation Equipment	99.4	98.1	1.3	111.0	-10.5
Services Employment (2)					
Finance, Insurance, Real Estate	6.770	6.707	0.9	6.817	-0.7
Health Care	8.245	8.156	1.1	7.866	4.8
Computer & Data Processing	0.835	0.826	1.1	0.783	6.6
Transportation/Utilities	5.853	5.816	0.6	5.869	-0.3
Retail Trade	19.476	19.314	0.8	19.878	2.0
Wholesale Trade	6.111	6.084	0.4	6.262	-2.4
Government	18.516	18.813	-1.6	18.651	-0.7

(1) Index 1978=100, seasonally adjusted
(2) Millions of persons, not seasonally adjusted

Source: Commerce Dept. and Cahners Economics

MARKET INSIGHTS

A SURVEY OF TECHNOLOGY TRENDS

LAN Management Is Serious Business

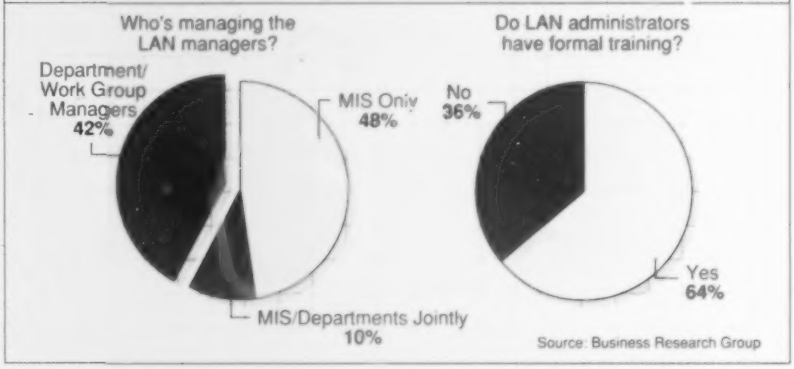
BY WARREN CHILDS
Business Research Group

Desktop computing and local area networking are rising rapidly in importance among corporate users. And they are taking LAN administrators right along with them. How the LAN is managed has become critical to the success of a business. As a result, companies are increasingly bringing LAN administration responsibilities into the IS shop and are committing additional resources to improving LAN managers' technical skills.

That contrasts with LAN administration in the recent past, when management of the LAN was a departmental responsibility. Departments selected, trained and managed their LAN administrators or, just as often, delegated the responsibility to a power user or collectively attempted to solve problems when they arose.

Indications of the changes under way in LAN administration come from a recent survey by the Business Research Group of 400 *Fortune* 1,000 companies.

MIS Takes Charge Of LAN Administration



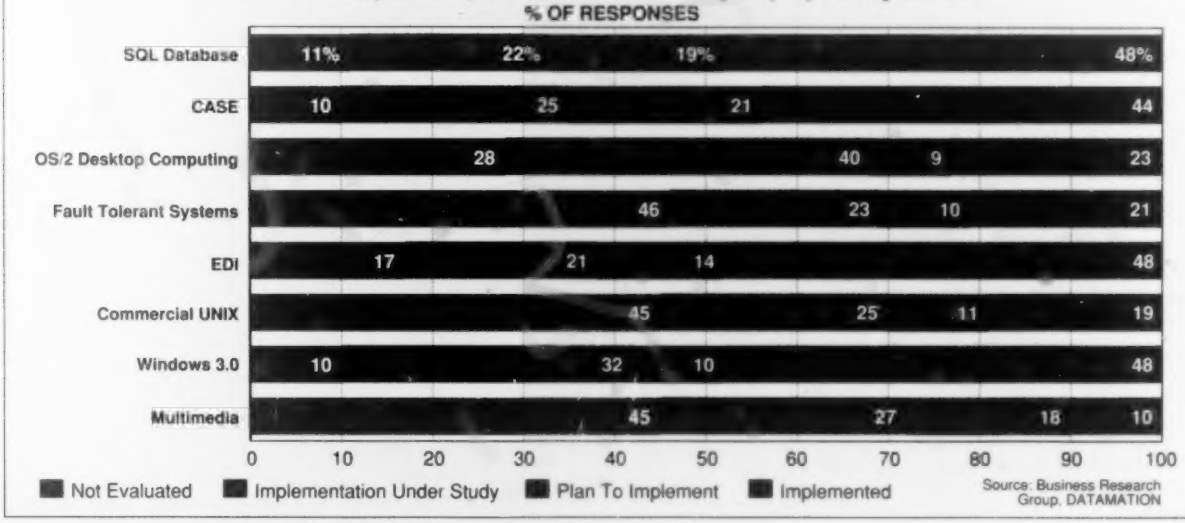
The survey shows that at 48% of sites, LAN administrators now report directly to MIS departments, and at 10% of the sites MIS managers share responsibility for LAN administrators with department or work group heads. However, MIS still is not in charge of LAN management at 42% of the companies surveyed; at these, LAN administrators still report to either department or work group heads.

Whether managed by MIS or department heads, LAN administrators still must possess both the technical knowledge necessary to carry out network administration and the ability to train users in the applications running on the network. BRG's survey reveals that in 64% of companies these requirements have led to formalized training programs for LAN administrators. MIS will take on a larger role in overseeing LAN administration and maintenance as a result. ▭

For more information, call Nancy Finn at (617)-964-6204, send her a fax at (617)-558-4402 or write to her at the Business Research Group, 275 Washington Street, Newton, MA 02158.

DATAMATION's Technology Implementation Index: Systems And Software

DATAMATION each month surveys a select group of its readers–the DATAMATION Technology Panel–to investigate the implementation of new technologies by key user organizations.


% OF RESPONSES
SQL Database 11% 22% 19% 48%
CASE 10 25 21 44
OS/2 Desktop Computing 28 40 9 23
Fault Tolerant Systems 46 23 10 21
EDI 17 21 14 48
Commercial UNIX 45 25 11 19
Windows 3.0 10 32 10 48
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Source: Business Research Group, DATAMATION

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